



April 19, 2017

Dear Congressman Duffy,

(b)(6) K & A Manufacturing, Inc. / RightAngle Products, employs 30 people and we have been manufacturing ergonomic office furniture in the Wausau/Schofield area since 1985. I am reaching out to you today because we have a trade situation with GSA and believe I need some assistance to resolve it.

Per the terms of a GSA Contract, manufacturers are required to verify that all contracted products are TAA compliant. In this case, we are concerned about a Chinese product, Varidesk, that has flooded the GSA market, won a five year contract and it is unquestionably made in China. For several months, this product was sold to GSA through "open market", although several alternatives were available on the MAS Contract.

On December 14, 2016, we became aware that Varidesk was awarded a GSA contract in December, 2016. That afternoon, my office called the contracting officer who awarded this contract, Stan Hutchinson. After our phone conversation, we followed up with several supporting documents via email, which we have attached for your review. Again, we followed up with their contracting officer, Mr. Hutchinson, on numerous occasions, all which ended in no direct response and no action to address the issue.

GSA is fully aware that Varidesk has their desk top products manufactured in China. Mr. Hutchinson is also aware that they are now importing those same units via a broker in Taiwan to "blur" the true identity of the "country of origin", China. Unfortunately, Varidesk is now one of several companies selling such Chinese made products. No matter how many brokers these companies use, the country of origin is still China. Those of us who are truly TAA compliant, have our prices undercut and GSA is knowingly allowing this to continue.

We are frustrated and at a loss as to where to go from here. In my opinion, GSA has failed to take fair and appropriate action to remedy the issue. Although I fear retaliation for blowing this whistle, I can no longer remain silent. Perhaps you can assist us and find a way to restore competitive fairness to the GSA market place for all manufacturers who struggle against these practices and continue to play by the rules.

Help us restore our confidence in America First products and practices, particularly as it pertains to selling to our federal government.

Sincerely,

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